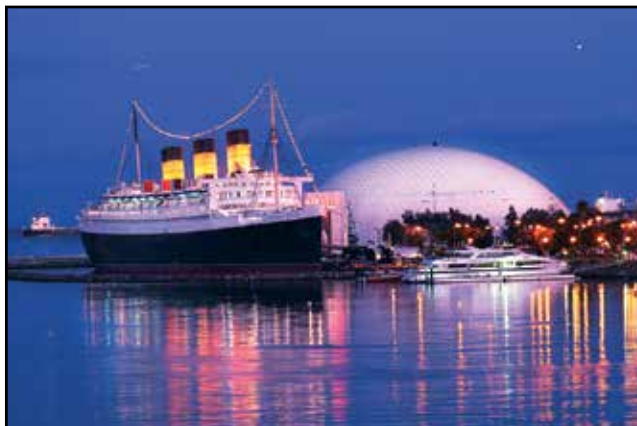




Economic & Property Development Director



The Gateway to Southern California



THE COMMUNITY

Ideally located on the Pacific coast just south of Los Angeles and adjacent to Orange County, the City of Long Beach, California (population 462,257) is at once a Southern California seaside resort, an urban metropolis with a diverse economy, and a tapestry of small neighborhoods whose international cultures are woven into a tightly knit yet heterogeneous community.

Long Beach enjoys a quintessential Southern California climate that makes its abundance of cultural and recreational options appealing throughout the year. It boasts numerous beautiful parks, beaches, and open spaces, as well as The Long Beach Convention Center, Aquarium of the Pacific, Queen Mary, and the annual IndyCar Toyota Grand Prix of Long Beach. Along with a variety of other attractions that include two historic ranchos, three marinas, and five golf courses, the City's many offerings help to draw 6.5 million visitors a year.

The community's economy is further supported by a wide variety of industries including education, health and social services, manufacturing, retail trade, and professional services, among others. The city is also a hotbed for startup activity, education and ingenuity. Long Beach City College and California State University, Long Beach, which was named one of the nation's "Best Value" public colleges by the Princeton Review, are also located in the city. Serving the K-12 student population, the Long Beach Unified School District consistently attracts international recognition for increasing student achievement and public education best practices and consistently ranks in the Top 10 urban school districts in the country.

Committed to using technology to help deliver the best possible services, Long Beach has been named among the Top 10 "Digital City" in America for five consecutive years. The seventh largest city in California and one of the most diverse in the country, Long Beach offers its residents and visitors all the amenities of a large metropolis while maintaining a strong sense of community and cohesiveness throughout a wide variety of unique and desirable neighborhoods. Long Beach is known for being bike-friendly was rated the 10th most walkable city in the nation in 2016.

The Los Angeles Chapter of the American Planning Association will honor Long Beach with six awards in June for exceptional planning achievements. In response to the recent announcement, Mayor Robert Garcia stated, "This achievement reflects our commitment to innovative, safe and attractive development that supports sustainability in Long Beach."

CITY GOVERNMENT

Long Beach is a full-service Charter City governed by nine City Council members elected by district; the Mayor is elected at-large. Other elected officials include the City Attorney, City Auditor, and City Prosecutor. The Mayor and City Council are subject to a two-term limit allowing them to serve for a maximum of eight years. The City Council also appoints a City Manager to oversee the administration of 14 City departments, excluding those under the direction of a separately elected official, Board or Commission.

In addition to its traditional services, Long Beach maintains one of the world's busiest seaports, which serves as a leading gateway for international trade. The City has its own full-service commercial airport and is one of only three cities in California with its own Health Department. Long Beach also has its own Gas & Oil Department. The City is supported by an FY2015-16 total budget of \$2.7 billion with a General Fund budget of \$427.9 million and a staff of 5,900 full and part-time employees.

The City Council is committed to fulfilling its mission to continually improve the quality of life in Long Beach neighborhoods by ensuring public safety and supporting programs that encourage the public's health and well-being; by promoting quality housing developments, thereby improving home ownership opportunities for Long Beach residents; and by ensuring that the City grows "green" by creating appropriate environmental policies.

ECONOMIC & PROPERTY DEVELOPMENT DEPARTMENT

The Economic and Property Development Department (EPDD) is focused on delivering services that foster and encourage appropriate business and job growth, facilitate business relocation and expansion, and increase economic activity while maintaining the quality and strength of the city's neighborhoods. The department is currently supported by a staff of 83 and is organized across two bureaus — Business Development and Workforce Development. This at-will management position reports directly to the City Manager.

Along with assisting city leaders with developing a sustainable economic development vision for the city, the new Director will also have the chance to play an important role in the redevelopment of the former Boeing C-17 manufacturing site early on in his/her tenure to further the City's economic goals. Long Beach and the Boeing project were selected by the Urban Land Institute (ULI) as one of its 2016 Rose Fellowship Land Use study subjects. ULI will invest technical and professional support in this important project.





In addition, the Innovation Team (i-team) was launched in May of 2015 and extends the city's capacity to rapidly advance research and development through a bold, data-driven, and transparent approach to innovation. The i-team is generously supported by the Long Beach City Council and a \$3 million grant from Bloomberg Philanthropies. Operated outside of the EPD Department, it nonetheless provided synergistic focus on identifying how the city can make it easier for entrepreneurs to start and grow their business in Long Beach and works closely with the EPDD to further the goals of the Department and the i-team grant. The city recently announced the first few i-team initiatives which include a new business portal for entrepreneurs, tools to help local businesses bid on city contracts and new media for communicating the city's regulatory process.

THE IDEAL CANDIDATE

Long Beach is seeking an entrepreneurial professional with a strong and diverse background in all aspects of economic development. The ideal candidate will have a successful history of designing and implementing progressive initiatives that dramatically improve the economic vitality of a city, county, region or other specific jurisdiction. He/she will possess the demonstrated ability to apply fresh and contemporary approaches to economic development opportunities in concert with land use planning initiatives and neighborhood protection strategies in a comparable setting.

The economic development professional will be highly strategic and assertive about pursuing as well as creating opportunities that strengthen a local economy while balancing the need for thoughtful land use decision making. He/she will have a reputation for innovative approaches, a willingness to introduce new ideas and the ability to carry out initiatives through to completion. The proven ability to proactively help a community or region capitalize on its most valuable assets will be carefully evaluated. This position will also have a concurrent focus on building and growing small businesses, not only traditional in nature, but also in growing trends in communal and membership workspace and networking opportunities. Current or previous experience working with elected and appointed officials is essential to ensuring a seamless transition into the role.

Having mastered the art of implementing economic development strategies, the individual selected will have a performance record that reflects impressive advocacy and effectiveness for economic development strategies and programs. Extensive experience with guiding the appropriate research and analytics, and preparation and distribution of professional pamphlets, reports and reviews of a periodic nature in ways that best serve well-informed high-level decision

making is desirable. Further, proven success with facilitating decision making around complex matters that often have long-term implications on a community is required.

The individual selected will be an outstanding relationship builder with a history of exploring and establishing creative partnerships that help to advance large-scale and small business goals. He/she will be expected to continuously interact with various associations, business groups, Business Improvement Districts, Chambers and neighborhood groups that support the city's broad and numerous economic development activities. Expertise in Business Improvement Districts (BID) or equivalent structures, a general understanding of sound land use principles and impressive familiarity with quality design and development are required. The ideal candidate must also exhibit the capacity, commitment and leadership to develop and maintain an extraordinarily strong partnership with the Development Services Department to ensure that economic development priorities align with land use and mobility priorities. A well balanced economic development approach that supports and fosters economic growth through thoughtful coordination with Development Services is vital.

The candidate selected will be a high energy leader with a reputation for being action and results oriented. A track record that reflects the ability to address economic development comprehensively and maintain a balanced focus on small to large businesses, as well as business and jobs growth, retention and attraction will be considered favorably.

The Economic and Property Development Director will be an exceptional writer and communicator, as well as a dynamic presenter. This outgoing and credible professional will also have a reputation for exercising good instincts and being highly ethical. Further, the ideal candidate will convey a sophisticated understanding of contemporary approaches to marketing, public relations, and public education efforts.

Along with being a strong leader, this individual will also be a self-motivated and directed individual who can hit the ground running. He/she will be motivated to acclimate quickly and possess skills required to navigate complex bureaucracies with ease. A talented collaborator, the ideal candidate will have the proven ability to integrate different divisions and functions in order to achieve organizational cohesiveness and maximum productivity within his/her department.

The ideal candidate will possess at least six (6) years of experience in the field along with a Bachelor's degree in business or public administration, planning, economics or relevant discipline. A minimum of five (5) years of management experience is also required. Familiarity with the Council-Manager form of government and experience working in or with an organization of similar complexity is strongly preferred. A Master's degree in a related discipline is desirable.





COMPENSATION & BENEFITS

Salary will be DOQE and up to the low \$200,000 range. The City's compensation package also encompasses an attractive benefits package that includes:

- **Retirement** – City offers CalPERS, coordinated with Social Security. Benefit is 2.5% @ 55 for classic members and 2% @ 62 for new members as defined by PEPPRA, subject to limitations set by PERS. Employee pays the employee portion.
- **Vacation** – Twelve (12) days after one year of service; 15 days after four years, six months of service; 20 days after 19.5 of service. Consideration for prior years in local government will be granted in determining starting accrual rate.
- **Executive Leave** – Forty (40) hours per year.
- **Sick Leave** – One day (8 hours) earned per month; unlimited accumulation; conversion upon retirement to cash credit toward health and/or dental insurance premiums, or to pension credits.
- **Holidays** – Nine (9) designated holidays per year, plus four (4) personal holidays to be used at the employee's discretion.
- **Transportation Allowance** – \$450 per month
- **Bereavement Leave** – Three (3) days for death or critical illness of family member, plus three (3) days of accrued sick leave, if needed.
- **Health Insurance** – Two plans are available: one HMO, and one PPO plan. The City pays major portion of the premium for employee and dependents depending on the health/dental plan selected.
- **Dental Insurance** – Two dental plans are available for employees and dependents.
- **Life Insurance** – City-paid term life insurance policy equal to three (3) times annual salary to a maximum of \$500,000.
- **Disability** – City-paid short-term and long-term disability insurance.
- **Management Physical** – Annual City-paid physical examination.
- **Deferred Compensation** – Available through ICMA Retirement Corporation.
- **Flexible Spending Accounts (FSA)** – Available for health and dependent care expenses.

APPLICATION & SELECTION PROCESS

The closing date for this recruitment is just prior to **midnight on Sunday, August 14, 2016**. To be considered for this opportunity, upload a cover letter, resume and list of six (6) professional references using the "Apply Now" feature at www.tbcrecruiting.com.



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www.tbcrecruiting.com



Following the closing date, resumes will be screened in relation to the criteria articulated in this brochure. Applicants with the most relevant qualifications will immediately be granted preliminary interviews by the consultants. Candidates deemed to be the best qualified will be invited to interview in Long Beach in September. A smaller group of candidates will be invited back for follow-up interviews and meetings. The City anticipates making an appointment this fall following the completion of extensive background and reference checks. Please note that references will not be contacted until the end of the process and, at that time, will be done so in close coordination with the candidate impacted.

The City of Long Beach is an Equal Opportunity Employer and values diversity at all levels of the organization.

